



Afghanistan renewable energy Union

Annual Report

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2020

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Executive summary:

This annual report details the key activities, achievements, and financial highlights of the Afghanistan renewable energy union in the year 2020. Despite the COVID-19 crisis, The AREU had considerable growth in term of total members, revenue growth as well as assets. The AREU implemented the Website and business directory projects, developed the E-magazine/Newsletter as well as conducted three rounds of digital marketing training for 50 members during the year 2020. During year, 9 technical working groups, and the AREU charity fund was established. AREU facilitated the implementation of the YES2 Project and provided internship opportunities for over 90 Fresh graduates through its members. AREU organized 57 coordination meetings, 10 capacity building programs, 2 events, and one exhibition during the reporting period. AREU signed three new MOUs and attracted 14 new members coming from national and international companies. AREU Facebook page followers crossed 10,000 and is present in 6 different internet and digital media. At the same time, AREU increased its revenue by 28% compared with 2019 and increased its cash saving by 137% compared with 2019. Finally, AREU Nominated 7 members for the Power Asia award 2020, and one of its members awarded the best Renewable energy project of the year. AREU Library was established, 157 RFQ /RFP disseminated, and AREU independent office was established. AREU 2021 budget and operation plans developed and have planned 18 other main activities during the year.

AREU Overview:

Afghanistan Renewable Energy Union (AREU) was established in 2013 as a non-profit trade association to represent the private-sector companies and firms' active sector. The main purpose of the union is to promote the use of Renewable Energy (RE) in Afghanistan. AREU's mandate is to act as a lobbying union to establish Renewable Energy as a permanent pillar of Afghanistan's national energy industry. The union tries to do this by encouraging, supporting, and assisting national and international investors and members of the union by taking advantage of tremendous investment opportunities available in the sector of this country. The union guides the stakeholders to utilize the country's trade policies and procedures in the Renewable Energy sector. The union represents over 100 companies in the energy sector of the country. They are active in project development, developing new initiatives, project management, provision of energy-related services, energy equipment production, and construction intervention in the Solar, Hydro, Biomass, and Geothermal sectors.

1. Streamlining AREU board meetings

AREU streamlined the Board of Directors' formal meeting and organized 10 Board meetings during the year 2020. The Formal Board presentation was developed with proper agenda and adopted with the best practices in the region. During each board meeting, the previous period activities are assessed, appropriate decisions are made, and relevant recommendations are given by the board. During period one AREU board members resigned and were replaced by a new board member who was having the highest vote and in the waiting list. The board has approved a variety of the documents and plans and is the highest decision-making body in the AREU structure. The AREU board is consisting of 7 members chaired by the AREU board chairman and a deputy and is selected every two years.

2. Institutional support to AREU on the establishment of the solar PV market in Afghanistan Workshop

GIZ had conducted a workshop naming Institutional support to AREU to discuss the establishment of the solar PV market in Afghanistan. This event was held on 12th - 13th Jan 2020 in UAE, Dubai, which all AREU board members attended the two days of this workshop. The workshop aimed to work on the next steps for supporting the energy private sector, its vision, and prioritize the support needed, and opening the door wider for the energy private sector to achieve the major definite purpose. Additionally, the workshop was a platform to create the opportunity for AREU to ponder over the measures that affect sustainability within the union and nurture those measures in the next steps. Additionally, the workshop served as a means to discuss the establishment of the solar quality passport, which is a proper approach to bring quality and transparency to the Afghanistan solar PV market.

3. Sponsorship of Afghanistan Sustainable Energy Week

Ministry of Energy and Water (MEW) (Currently ESRA) and Afghanistan Renewable Energy Union with the support of GIZ will organize a four-day National Conference of Electricity engineering and Exhibition of Afghanistan Sustainable Energy Week at Poly Technique University tentatively scheduled on June 2021.

The event will specifically target the Renewable Energy sector enterprises function in Afghanistan. The event is aimed at stimulating interest in and sharing information about the importance of the RE- sector and allowing them to improve their productivity and services. The event is a combination of conference and exhibition, exhibition booths showcasing and promoting Afghan RE- sector and products.

Based on 3 categories of Sponsorship (10,000, 5,000, 2,000 \$), 77 Construction Company, the active Member of AREU agreed to Sponsor the Silver category of Afghanistan Sustainable Energy Week which worth 2,000 \$ in returns the AREU will be providing the following facilities.

1. Print of Logo Sponsor Company on Stand Banners.
2. Print of Logo Sponsor company on Banners of Exhibition
3. Obtaining of 1 Free Booth in Exhibition
4. Speech on the event for 10 Minutes

As a result, after conducting several meetings the ASEWE sponsorship MOU has been signed with 77 Construction Company by AREU. AIB one another sponsors of the event which negotiations are going on toward signing the MOU. AREU is directly managing the exhibition component of the event while his great contribution toward awareness-raising programs organized in provinces by other project partners. AREU

Developed the TOR for the exhibition component of the event and Considering the COVID-19 The exhibition is planned to be organized during June and July 2021.

4. AREU General Manager

AREU with the support of GIZ has hired a General Manager for the advancement and accomplishment of AREU activities. The AREU General manager was hired for an initial period of 6 months and extended for another year through the local subsidy contract mechanism.

5. Developing the AREU Operational Plan for the year 2020

AREU operation plan for the year 2020 was developed, the action plan consisting of 26 main activities including the developing policies and procedures, workshops, conference, exposure visits, institutional development, lobbying, publication, and linkage building during the year 2020. Despite the COVID-19 crisis continues lock-downs, the majority of the planned activities have been accomplished during the year 2020.

6. AREU member's database

AREU member's database template was developed, required data has collected from members and inserted into the template, the database includes all required data from the members and will be used as an easy reference in the future. The database is regularly updated and contains members' information, management, board, and committees.

7. AREU Membership

During this year, 13 new renewable energy companies joined AREU and received membership certificates. The mentioned companies/new members are coming from different sub-activities and are involved in wholesales, advisory, installation, and capacity building. The new members are a mix of national and international companies and many of them have an oversea operation

- ✓ Rana Solar Engineering Services Company
- Aria Servo Company
- Jubaili Bros co Ltd
- Alizai Sidiqi Logistic Services Company
- Tavan Sepehr Solar Service Company
- Expert Tanveer Solar Trading Ltd
- Brethren Quraishi Logistics Services Company
- Afghan Power Solutions Ltd
- Omar Lemariz Trading Company
- Khorshid Khawat Company
- Takwin Electrical and Electronics Engineering
- Etemad Sun Solar Production Company
- Allied Machinery limited

- Khost Construction Company

8. RECC-9 meeting

Afghanistan Sustainable Energy for Rural Development (ASERD) program of MRRD has invited AREU board members to the Renewable Energy Coordination Committee (RECC-9). ASERD is a rural energy project of the MRRD which is co-funded by UDNP and the World bank with a total budget of over USD 20 Million with a duration of 5 years. AREU members are going to be the potential implementing partners of the ASERD in the future. All AREU board members have attended this meeting.

9. AREU Fixed asset and inventory database update

AREU Fixed asset and inventory database was developed which includes the records and detail of all AREU assets and inventories and will be reported every month to relevant stakeholders. AREU is regularly keeping and updating the record of its assets to safeguard them.

10. Establishment of AREU Technical Working Groups

To increase the efficiency and stimulate the mobility and potential of the existence of AREU members, the AREU technical working groups TOR was developed, and later the AREU technical working groups were formed. As the result 8, technical working group team leaders have been selected and the mechanism for the structure, functionality, and performance of the groups was finalized. Based on the final decision Board approval Capacity building, parliament and government relation, Media and public relation, publication and translation, international and regional relations, fundraising and donor's relation, local products development and promotion, and legal advisory technical groups were developed and approved by Board. Each technical group will be led by an existing board member and deputized by an ordinary member while the secretary will be another AREU member too.

AREU technical working group are in the bellow:

- 1- Capacity Building by leading of Ziauddin Zaib (5 members)
- 2- Parliament and Government relation by leading of Mr. Said Fazad Alawi (11 members)
- 3- Media relationship Mr. Habib Rahman Qaderdan (5 members)
- 4- Publication and Translation Mr. Sayed Haseeb Rahman (5 members)
- 5- Legal advisory by leading of Mr. Shir Hassan Sanger (7 members)
- 6- Industry and local product promotion committee by leading of Mr. Mohammad Jafar Alemi (6 members)
- 7- International and Regional relation by leading of Mr. Najib Rahman Saboory (7 members)
- 8- Fundraising and Donors relationship by leading of Mr. Mohammad Maroof Ziaey (9 Members)

11. Different Survey from all AREU members

During the year 2020, AREU had conducted a variety of surveys, studies, and data collection related activities. The summary of these activities are briefed further as follows:

10.1 MEW Solar Water heater survey

As the minister of energy and water has surveyed Solar Water Heater, they need the information of AREU members, which are working on solar water Heater, so communicated with members collected the required information and share it with MEW authorities.

10.2 AREU members satisfaction survey

AREU member's satisfaction survey process was started by developing the questionnaire and starting the data collection. In April 2020, the data collection process was completed, the collected data were sorted and analyzed and finally, the Survey report was generated and shared with the Board. The survey will be used as a baseline for future assessments of the AREU member's satisfaction level from AREU management office performance and the services provided or received.

10.3 Solar panel and solar water heater survey

Based on DABS requests and future government planning, AREU had started the process of collecting data through a questionnaire from the solar panels and water heaters imported or developed by AREU members during the last six years.

10.4 RED-MEW Feasibility studies

As Renewable Energy Directorate of MEW was conducted feasibility studies for the 15 MW Solar Rooftop Project for Public Buildings. To perform the economic calculation of technical documents, they need precise prices of the local market. , so identified members which are solar supplier and work in providing solar services, As a result, received required data from over 12 members and shared to MEW representative.

This survey collected required documents from the following companies

- 1- ETC company
- 2- Andisa Sabza
- 3- Zularistan
- 4- Shahab Niro
- 5- Ikhlas Sultani
- 6- Dorkhshan Solar
- 7- Afghan Wind Solar
- 8- Bashiri company

- 9- Jamshid Saifullah
- 10- Silicon Solar company
- 11- Tapish Solar company

10.5 Afghanistan Builders Association (ABA) Online Survey

As Afghanistan Builders Association was surveyed bureaucracy and procurement process in governmental organizations, so representative of this association communicated with us for the participation of AREU members to this online survey, so informed members to participant in this survey and share their views, opinions, and suggestion about the purpose of this survey.

10.6 Joint survey with Micro-energy International Micro-energy international

Conducting joint survey with Micro-energy International Micro-energy international an international Germany based company operating around the world in the area of financial and energy inclusion. Micro-Energy International is dedicated to mobilizing and supporting financial, technical, and scientific actors to provide households and microentrepreneurs at the base of the pyramid with reliable, affordable, sustainable, and clean energy solutions. Micro-Energy International works with MFIs, energy product & service providers, international development actors, and research institutions to set up clean energy microfinance schemes. MEI requested AREU for establishing a long-term relationship between the two organizations. MEI is interested to start working with a few AREU member companies which are pure renewable energy suppliers in Afghanistan. AREU introduced 25 companies to REI while 15 has been short-listed for final selection and as a result, 5 companies were selected. MEI conducted a feasibility study with the support and facilitation of AREU. the questionnaires were circulated with selected members and required data were collected and submitted to the MEI for further process. At the last stage, a face to face meetings was facilitated between the representative of Micro-energy international and mentioned five companies which were the stage of the survey. ETC, Alokozia, Zularistan, Afghan wind solar, and vista renewable energy were the five companies selected by the MEI. finally signed an MOU between selected companies and the MEI. The selected companies serve as MEI suppliers in Afghanistan.

10.7 Rooftop solar survey

AREU facilitated the GIZ-ESIP team in the dissemination of the questionnaires as well as the collection of the required data for the Rooftop solar project feasibility study. Qaderdan rural technology company as well as the Vista renewable energy company provided the requested data for the GIZ-ESIP team.

10.8 Surveys and studies final report

AREU had developed and generated the comparative study report of the fuel and solar price fluctuation considering the last 5 years. The survey and assessment included the solar panels, solar systems as well as the diesel fuel price fluctuations, ups and downs starting from 2016 and ending in 2020. The main purpose of this comparative study and findings report was to see whether the solar panels and solar systems prices are kept competitive in the market or not? and to recommend the appropriate strategies for the promotion of solar-generated clean energy in the country. The study result shows that the solar panel and solar system prices decreased more than the fuel price in the last five years. The solar panel price shows around 35% decrease, solar system 26% while in 2020 compared with 2016, while the fuel price declined by 18.4%. The study indicates that the fuel price is impacted by the existence of the COVID-19 pandemic situation in 2020 which had a considerable decrease. Additionally, the report demonstrates that there are big gaps among the prices given by the different AREU members for the same output. Additionally, some AREU member's prices are dropped by 55% while some others had only a 1% price decrease during the last five years. The study sample was selected, 12 AREU members representing 16% of the total population. Finally, the study shows that the majority gap is because of the quality of the products among the AREU members.

12. The solar PV market development in Afghanistan

AREU has started working on a Solar PV market development project with GIZ and the international partners implementing the project. The project has four different components and aims at the development of the solar market in Afghanistan. AREU has developed the PV Passport technical working group as well as contributed to several studies performed by the project implementing agency during the year 2020. AREU has summarized the proposal, translated it to local languages, and shared it with AREU members. AREU is going to closely work with the project partners expecting a great outcome by the development of the solar market in Afghanistan.

13. Signing Memorandum of Understanding (MoUs)

Afghanistan Renewable Energy Union (AREU) has signed several Memorandum of Understanding (MoUs) with various entities institution during this year. AREU signed MOUs with Mercy corps, TVET/VTC as well as the Smart business magazine during the year 2020. Several other MOUs have been negotiated and drafted which will be signed during the year 2021. The main purpose of signing these MOUs was a building good relationship with entity stakeholders and improving the level of services AREU is providing to its members.

- AREU MOU with MEW Regulatory Department
- AREU MOU with (MEW- VTC) vocational Training center of the ministry of Energy and water
- AREU with Mercy corps

14. Cooling System training nomination

Three days of cooling system training is planned in UAE Dubai during the year 2021. The training is financed by GIZ/ESIP and will be implemented by an implementing partner from Germany. AREU had shared the opportunity and call for nomination with its members and as a result, 32 candidates were nominated themselves on behalf of the AREU members. Except roundtrip ticket all other costs including tuition fees and accommodation will be reimbursed by GZ/ESIP. The Training was supposed to be organized in May 2020, but due to a recent coronavirus outbreak, it is postponed to 2021.

15. AREU Charity fund establishment

Considering the current emergency caused by COVID-19 (coronavirus) crisis, the AREU board and management decided to contribute to supporting the vulnerable segments of the society during this troubled time. So AREU establishes the AREU charity fund which collects donations from AREU members and channels them to the neediest people in society. This will help the poor people on one hand and the other hand and promote a good image from the AREU and its members in the society as well as help to reach the social responsibility goals. As a result, the AREU charity fund charter was developed, the charity fund management team was formed, As a result, around AFN 116,000 cash and 50 food packages valued equal to 75,000 AFN were collected by the charity fund members. A new stand banner was designed and printed for the charity fund and the donations were distributed to 50 Family members in Kabul. Each donation recipient received a bag of the floor, three Kg of oil, and AFN 2,000 cash. Additionally, AFN 11,000 was donated for H4AH organoiron to cover the administrative expenses of the process. The donation receipt was the low -salary 24 hours on-duty staff of the orphanage as well as the 30 windows who did not have any guardian. The donations distribution was covered and reflected in TLO News as well as 1 TV media. The donations were contributed by AREU 14 members.



Figure 1:AREU aids distribution during COVID-19 in Kabul

16. AREU Capacity building TOR Development

AREU is planning to hire a capacity development consultant through GIZ/ESIP who will review the existing AREU finance, admin, logistic, communication, and procurement documents and policies as well as train the existing AREU administrative staff. The consultant will continue working with administrative staff for a few months. The consultant will provide ongoing theoretic training as well as coaching and mentoring the existing AREU staff.

17. AREU Profile update

Relevant documents including the profiles. New Board member's standard photos, as well as AREU project photos, were collected/selected and shared with designs for developing/updating the new profile. The

New profiles were developed and updated with the support of vista solar synergy designers which is going to be integrated into the AREU website and printed by GIZ/ESIP soon.

18. AREU promotion in Social media and Internet

Considering the importance of digital media in the world and particularly in Afghanistan, AREU started the year by developing A digital marketing strategy. The strategy aimed at the great and visible presence of the AREU and the RE sector on the internet. As a result, AREU Facebook pages were enhanced and its followers increased to 10,000 and almost doubled compared with 2019. AREU created accounts on Youtube, Linkedin, Whatsaap, Instagram as well as Google. The AREU map was posted on Google. Additionally, AREU Website and Online business directory were developed. The AREU Online business directory enables AREU to showcase its member's profile and connect them with the relevant stakeholders and public:

The comparative summary of the AREU Facebook page:

| Key performance indicators | Dec-19 | Dec-20 |
|-------------------------------|--------|--------|
| Total page followers | 5729 | 8590 |
| Total New page likes | 11 | 928 |
| Daily engagements average | 23 | 300 |
| Weekly engagement average | 239 | 1211 |
| Total engagement of the month | 1923 | 9314 |
| Daily reach (average) | 127 | 4474 |
| Weekly reach | 1607 | 33230 |
| Monthly reach | 3336 | 134218 |
| Daily viral reach | 74 | 2442 |
| Weekly viral reach | 1231 | 17707 |

| | | |
|---------------------------|------|--------|
| Monthly viral reach | 2499 | 80630 |
| Daily total impressions | 169 | 46792 |
| Weekly Total impressions | 2480 | 126976 |
| Monthly Total impressions | 7824 | 351478 |

Table1:AREU Facebook page followers 2019-

19. Creation of Skype and WhatsApp groups

For the facilitation of easy communication with all AREU members, different Whatsapp and Skype groups were created by the AREU management team during the year 2020.

20. International Occasions days list preparation

AREU has developed a list of national and international events for the year 2020. AREU will create posts considering each event and promote AREU and renewable energy in Afghanistan through its channels.

21. AREU Website and Business Directory project initiation

The AREU Website enhancement and Business Directory development agreement was signed and officially inaugurated during June 2020. The project objective is to enhance the existing AREU website and develop an integrated online business directory for AREU member companies. The project will continue for 8 months including the website restructuring, business directory development, data collection, a five years domain, and hosting service registration as well as 4 months of maintenance. The project was inaugurated by the participation of AREU management, Board members, GIZ representative as well as the Netlinks project and business development teams. During the meeting, the Inter-stakeholders project implementation team was selected representing AREU Board members, AREU management, Netlinks project team, and GIZ representative. The inception report was generated, AREU and relevant stakeholders' feedback was collected, incorporated in the final inception report and the project was formally phased out to the next stage. The project will continue in the upcoming months with regular and frequent coordination meetings among the project implementation teams. The new website and business directory are in three languages and are aimed to provide further features, facilities and accelerate the business development opportunities for AREU members in the future. The project has two main components which are the existence of AREU website enhancement and online business directory development. The project is 95% completed and will be handed over during the First quarter of 2021.



Figure 2: AREU Board meeting with Netlinks

22. AREU Newsletter and E-Magazine

AREU Newsletter and Electronic magazine implementation plan was developed during the first week of June 2020. AREU is planning to produce and publish the newsletter as well as the electronic magazine covering the activities of AREU during the first six months of 2021. The purpose of the AREU newsletter is to reflect the AREU activities and achievements as well as to promote the AREU brand and image in the public. The required data were collected, edited, and refined for the AREU magazine during 2020. Additionally, the required content was developed, reviewed, and refined for AREU Electronic- magazine(E-MAG) which is planned to be 16-20 pages in length and will be produced electronically only. The E-magazine aims at awareness-raising, promotion, publicity, and knowledge sharing in the area of renewable energy and the sector. The E-magazine will be disseminated through AREU social media channels, emails, WhatsApp groups as well as AREU website. AREU Newsletter was published in December 2020 while the AREU E-magazine is at the final stage. AREU Will continue publishing these two publications during the year 2021.

23. Changes in the AREU Board and governance structure

Mr. Shir Hasan Sanger the CEO of RGM international and the AREU board member resigned from AREU board membership after separating from the employing company. The AREU board decided to grant him an appreciation certificate through a small ceremony. At the same time considering the AREU governance policy and memorandum of association requirement Mr. Abdul Hamid Helmand who had the highest no of votes after Mr. Sanger in the previous board election was selected as AREU new board member and replaced Mr. Shir Hasan sanger. Considering Mr. Sanger's rich experience in the sector as well as his interest to contribute to the sector, he was selected as AREU honorary board member by the AREU Board of Directors.

24. AREU members sales team contact details collection

AREU management started the collection process of AREU member companies' sales force contact details. The activity aims to collect the name, email address, and contact no of each member sales executives to post on the AREU Facebook page as well as other social media networks to connect the visitors, prospects, and potential customers with relevant companies. The process is going to be completed during the first week of the upcoming month.

25. CCNP-MRRD projects partners criteria development

Citizen charter National Priority Program is the biggest national development program of the government-financed by the world bank and implemented throughout Afghanistan. AREU is one of the potential partners for the community-owned projects which are related to renewable energy. During the year 2019, AREU had introduced 35 members to the program as potential partners while they have had qualified only 25 out of 35. Most of the AREU members were not able to provide the required documents at the given date and time. The members were continuously trying to be included in the list. AREU management and board had organized a face-to-face meeting with CCNP/MRRD management and after proper justification convinced the CCNP management to update the list and add further AREU members to the CCNP/MRRD potential partners list. AREU has been assigned to develop a certain/bench of criteria internally and introduce the new potential partners accordingly. The AREU had developed the criteria and is going to submit the updated CCNP projects potential partners list during August 2020 after required official formalities are processed from CCNP /MRRD side. As agreed, AREU had developed and submitted a formal application letter to CCNP/MRRD in this regard.

26. AREU members classification/Grouping

AREU members considering their size, turnover, experience, and sub-sector were classified and ranked during July 2020. Considering the above-mentioned/pre-selected criteria the AREU members were divided into category A, Category B, and Category C. The main purpose of this classification was to have and introduce the right companies to potential partnership opportunities with the government and other project owners in the future. Additionally, the supplier companies list with further details were developed and shared with the AREU board for future use.

27. AREU General/Comprehensive Database

A comprehensive and general database was developed containing all required data and information of AREU and AREU members during July 2020. The New Comprehensive database is in an excel spreadsheet and includes AREU Master list, AREU board members list and contact information, AREU honorary board members, technical working groups, Links and pages of AREU members in social media, names and contact details of AREU members sales team, AREU supplying members as well as AREU members old database. The main purpose of this comprehensive database is to have all required data accessible in one document for future AREU use, its members as well as the partnership/stakeholder's references.

28. Digital marketing strategy development trainings and content development

AREU is going to organize and conduct digital marketing training for all AREU members during the years 2020 and 2021. The training/workshop purpose is to equip all AREU members' marketing team with recent digital marketing tools and skills to increase their presence, reach, sales, and publicity in the internet world. The training content for the Digital marketing strategy development and implementation for the renewable energy sector was developed. The event/project concept note has been developed and shared with GIZ/ESIP for review and further process. A list of 90 participants was collected from all AREU members during July 2020.

AREU with the financial support of the GIZ/ESIP had organized Three sessions of this training/workshop during the year 2020. The first session of this training was organized for five half days from 25-29 August 2020 in the AREU office, while the second and third sessions of this training/workshop were organized for two full days in Park Star hotel during October and December 2020. All participants were selected from AREU members based and operating in Kabul. The main purpose of the training/workshop was to develop AREU member companies' skills and capacity in utilizing digital media for reaching potential customers, raising awareness, and selling their products, or promoting their brand in Afghanistan. The participants were the middle and senior-level employees of the AREU members who are involved in policy

development or the marketing/sales department of the employer companies. The training was a combination of theory and practice to make the learning process easier for the participants. A total number of 50 AREU members are trained as of December 2020.

AREU will continue working with the participants for 90 more days and provide mentoring until their Digital marketing strategy is developed and implemented. At the end of the training, a digital marketing strategy template was developed and shared with participants with a clear action plan for accomplishing each milestone. More than 100 AREU member has nominated themselves for the workshops which are going to be organized in the upcoming months.



Figure 3: AREU Digital marketing

29. Power Asia award

Power Asia award nomination/result Asian Power award is a regional/continent award held annually in Jakarta by the participation of hundreds of companies working in renewable energy, thermal energy, and related support activities. AREU had announced the opportunities for nomination with its member companies and finally, 7 AREU members were nominated, It is a prestigious award in the energy field and is called the Oscar of energy. the results and luckily the Vista renewable energy company was award “solar project of the year in the Asian power award 2020.

30. AREU Library establishment

AREU library has been established inside the AREU office. Additionally, AREU has started campaigns for collecting books and other content for the library. Few dozens of books and publications have been donated by MEW/VTC and further support has been committed later this year by VTC. The campaigns for books and RE content collection will continue in the upcoming months.

31. Providing internship opportunity

Based on the MOU signed between VTC/MEW and AREU, AREU provided a two weeks practical work opportunity for the VTC/MEW 39 students. The list of fresh graduates or final years students came from the VTC side and was officially introduced to AREU members. Furthermore, the relevant logbook and attendance sheets were filled out properly and reported to VTC/MEW by AREU. Finally, AREU developed the internship certificate and distributed it to students who fully participated in the event. Additionally, AREU had provided for 40 Kabul university students and 60 YES2 Program interns. The YES2 program internship will be completed by the second quarter of 2021.

32. Bamiyan Exposure visit ASERD/ MRRD

Bamiyan Exposure visit ASERD/ MRRD organized an exposure visit in Bamiyan province to visit the Yakawlang hydropower project and Bamiyan City PV projects. AREU communicated the opportunity with all AREU members and 11 members nominated their representative. Finally, AREU selected Tesla Energy Afghanistan representative through an open drawing who participated in a five days exposure visit from Bamiyan. The Tesla Energy Afghanistan representative developed and shared a mission/visit report and

shared it with AREU. The purpose of the exposure visit was to learn from the experience and share the lessons learned with other AREU members.

33. National Development Operational and Supportive Authority-Presidential palace

Based on the email and communication received from Afghanistan presidential palace project administrative body AREU Communicated with all AREU members for sending their BOQ to a 3.5MW on-grid Solar PV system connected to the AOP grids, which includes 2 MW solar car parking lots and a 1.5MW rooftop solar system. The electrical car parking lots and the rooftop projects will implement by the National Development Operational and Supportive Authority of the President- AOP in Kabul. As result 4 members of AREU have participates in this project.

- ✓ Kabul Zahmat
- ✓ Wahid Qudrat
- ✓ Jamshed Saifullah
- ✓ Jabali Bros Company

34. Proposal for YES II program

AREU has started the process of proposal development for the YES II Project. Through this project, AREU is going to provide an internship opportunity for 60 Engineering fresh graduates. The proposal was submitted and finance by GIZ/ESIP project. The first phase of the project was completed which was a 60 days training in Renewable energy and energy efficiency. The second phase of the project which is paid internship started through the AREU members and other partners in Afghanistan.

35. Capacity building training nomination

AREU with the support of GIZ is going to conduct a training program (short courses) tentatively starting in June 2021 for AREU administrative team and some members. The main purpose of this training is the capacity-building of the AREU management/administrative team and member employees. Furthermore, the hired consultant/ trainer will support the attendance of the training to acquire job-related knowledge, business correspondence, communication, management, and business operation systems, basic finance and administration, communication with members. AREU identified and introduced 10 participants for the training which are mixed of the AREU administrative team and members.

36. ASEW –Exhibition

ASEW -Exhibition TOR AREU had developed the Term of reference for the exhibition component of the Afghanistan sustainable energy week. The term of reference explains the AREU responsibilities, the exhibition structure as well as detailed tasks and activities to be performed by AREU. The TOR has been shared with the ASEW steering committee after the AREU board review and approval. AREU is going to manage the exhibition component of the Afghanistan sustainable energy week by establishing 70 booths and the participation of the AREU members.

37. ASEW – awareness programs

Afghanistan Sustainable Energy Week (ASEW) will be consisting of several programs including workshops, panel discussions, exhibitions, and short pieces of training on Energy and the role of the energy sector in the country. The proceeding awareness programs to ASEW will be Women and Energy, Islamic Scholars call for action, and Freshta campaign which is for the school students and youth. These awareness programs will be conducted in Kabul, Badakhshan, Balkh, Takhar, and Herat provinces. The program will trigger the important roles of the public in utilizing Renewable Energy Technologies and considering Energy Efficiency measures to achieve a comfortable life while supporting the general economy of the country.

Tow awareness programs of ASEW was organized on 15 and 22 of Nov 2020 under the title of “Women and Energy” at the Ghazi Amanullah Conferences hall aad ministry of woman affairs, in Kabul and Herat province. This program aimed to establish proactive practices and building awareness of Women on Energy Efficiency and saving, and deployment of Renewable Energy sources and technologies. Over 4 members of the AREU have participated in this awareness program and showcase their marital, products, and energy services for the audience and visitors.

The second awareness program of Women and Energy was conducted for 100 female participants from different organizations with the technical and financial support of the German Cooperation, GIZ, FourCorner Consulting Services, and Youth Thinkers Society Organization.

38. Introduction of new employees to AREU members

Based on the suggestion of members, the AREU managing team has introduced over 6 new employees to members during the year 2020.

- ✓ Dorokhshan Solar
- ✓ Barg Company
- ✓ Noor Matin
- ✓ Peace Prigh

39. Internship for Kabul university engineering department

AREU worked with the Kabul university engineering department and VTC of TVET to provide an internship opportunity for the toppers and graduates of the 2020 sessions. A list of graduates received and has been distributed with the AREU members. so far internship opportunity is provided for a bigger portion of these fresh graduates and AREU committed to providing the same opportunity in upcoming months.

40. Developing online webinars and seminars concept note

AREU is going to start a series of online webinars and seminars in Afghanistan. Considering the COVID-19 pandemic situation, AREU is going to the alternative of the in-person conferences. The events are formed from two components which are the online professional webinar training sessions and the conferences/dialogues, in which the experts will be invited to discuss a variety of topics related to the renewable energy sector in different sessions. The concept note for online events is developed and shared with the AREU board as well as GIZ-ESIP. The events are going to start in January 2021 and there will be one event per month.

41. ASERD-MRRD Solar Home System

As ASERD/MRRD is working on a solar Home system project, therefore AREU has shared a list of five members who are working and have experience in Solar Home systems. As a result, AREU had shared the profile and company background of the following member's named Afghan wind-solar, Vista solar, Qaderdan, Barg Engineering, and Kabul solar to representatives of ASERD/MRRD. Later on, the mentioned companies had a face-to-face meeting with them and discussed the topics related to the pricing and cost estimation of the home solar systems in Afghanistan.

42. Black rose Exhibition

Black rose Exhibition was organized for 3 days from 4 till 6 November 2020 in PARK Ferdowsi, Kabul, Afghanistan. Over 10 members of the AREU have participated in this exhibition and showcased their marital, products, and services for the audience and visitors. During these 3 days over 10,000 people including, female and male, students especially AREU members have visited companies that have booths in this exhibition, As a result, has prepared a short and comprehensive report from this exhibition shared with all AREU members.

43. workshop session on Modification and Consolidation of Mercy Corps developed tools

As Mercy Corps Afghanistan Renewable Energy Department in consultancy of WISE (Women Initiatives for Sustainable Energy) conducted three- day workshop session on Modification and Consolidation of Mercy Corps developed tools for increasing women economic power, so communicated with members and have sent details of the following companies to mercy corps and WISE colleagues.

- 1 Mirzada Company company
- 2 Wahid Qudrat Company
- 3 Noor Matin Company
- 4 Lucky door company
- 5 Dorokhshan Solar company
- 6 RANA Solar Company
- 7 Tesla Company
- 8 Ikhlas Sultani

44. US embassy an ACCI program

US embassy with the collaboration of the ACCI program organized a conference to present challenges and opportunities to investments and trade in Afghanistan. Therefore, introduced the following companies to participate in this event.

- ✓ RANA Solar Company
- ✓ ETC Company
- ✓ Alokozia company
- ✓ Tesla Energy Afghanistan
- ✓ Mirzada Company
- ✓ Dorokhshan Solar company

45. One- day workshop session on Final Modification and Consolidation of Mercy Corps developed tools

As Mercy Corps, Afghanistan Renewable Energy Department in consultancy of WISE (Women Initiatives for Sustainable Energy) conducted one-day workshop session on Modification and Consolidation of Mercy Corps developed tools for increasing women economic power, so communicated with members and have sent details of the following companies to mercy corps and WISE colleagues.

- ✓ Wahid Qudrat Company
- ✓ Noor Matin Company
- ✓ Lucky door company
- ✓ Dorokhshan Solar company
- ✓ RANA Solar Company
- ✓ Tesla Company

- ✓ Ikhlas Sultani
- ✓ Mirzada Company company

46. Services provided to AREU members:

During the year 2020, AREU had collected and disseminated 157 requests for quotations and call for proposals from different sources and shared them with AREU members. The RFQs and RFPs were coming from a variety of organizations/entities as well as different provinces of the country. The projects are related to renewable energy and the sector only. The opportunities are shared with AREU members using different channels and available means of communication including the AREU email list, WhatsApp groups as well as social media pages. The main purpose of this initiative is to keep AREU members updated about a new business opportunity to give their quotations and proposals on time.

Shared link of the following project to members

- Rooftop PV system Project (PV)
- Design and Hybrid Solar System in Kandahar province
- Sending of an offer to the Solar Mini-Grid subproject in Nuristan province
- the update link of the MEW Hisar-e-Shahi project,
- Supply and delivery of solar panels with their accessories to the provincial offices of the Ministry of Refugees and Repatriation in Afghanistan.
- Purchase and installation of 18 Solar PV Systems in Kandahar and Helmand provinces - for Mercy Corps.
- Procurement Solar water pumping system for orchards in Goshta, Surkhr.
- Solar Pump and Drip Irrigation system procurement and installation.
- the update link of the 40 MW Solar Photovoltaic project in Herat Province, Afghanistan.
- Construction of Solar water supply network through Tryli village of Achin district, Nangarhar Province.
- RFQ-RADP-E-KBL-20-10/Tomato Solar Dryer Machine
- Solar Pump and Drip Irrigation system procurement and installation.
- Supply and installation of solar system water pumps in Kunduz province
- RFQ for tomato solar Dryer Machine.
- Supply and installation of complete solar water supply systems and spare solar system water pumps for Kabul and Maidan Wardak provinces.
- RFQ for provision of submersible water pumps including delivery, testing, services, and starter panels for emergency over-pumping and dewatering protection system for SUBs located in Jalalabad, Kandahar, Zarang, under Kandahar, and Kabul province of Afghanistan.
- RFQ for construction work of two elevated ECC water reservoir in Kunduz province.
- RFQ for construction work of one elevated ECC water reservoir in Kabul province.
- RFQ for Supply and Installation of Complete Solar Water Supply System and Spare Solar System Water Pumps for Helmand Province

- Tendering to build Zarghun Shar irrigation network located in Zarghun Shar village, Mohammad Agha district, Logar province
- tendering to build Sarsang irrigation network located in Sarsang village, Mohammad Agha district, Logar province
- RFQ for construction work of tow RCC elevated water reservoir in Kandahar and Helmand provinces
- The bidding process for construction of Sardar and Yawalak irrigation network located in Babus village, Pol-e-Alam district, Logar province
- The bidding process for construction of Dehneh Shah irrigation network located in Babus village, Pol-e-Alam district, Logar province
- The bidding process for construction of Burg irrigation network located in Burg village, Mohammad Agha district, Logar province
- The application process for construction of Robat belt located in Robat village, Farang district, Baghlan province
- The bidding process for construction of Deh Lala canal and canal located in Robat village of Khost district of Baghlan province
- The bidding process for construction of Dehneh Zardad irrigation network located in Babus village, Pol-e-Alam district, Logar province
- The bidding process for construction of Gohargan canal irrigation network located in Gohargan village, Pul-e-Khumri district, Baghlan province
- RFQ for Complete Solar Water Supply System for Kandahar Province.
- RFQ for construction work of two elevated ECC water reservoir in Badakhshan province.
- RFQ for Construction of Solar Panel Water will project in Kelagai Baghlan province.
- RFQ for Construction Work of One RCC Elevated Water Reservoir in 29 Wyala Village, Ghani Khail District of Nangarhar Province.
- RFQ for Construction Work of RCC Elevated Water Reservoir in Dehsabz District of Kabul Province
- RFQ for Complete Solar System for DACAAR Program in Nangarhar Province.
- The bidding process for construction of Sarband Anzar Dege irrigation network located in Ghani Khel village, Ghani Khel district, Nangarhar province
- The bidding process for construction of the Irrigation network of Chardehi Lor Keli dam located in Chardehhi Lor Keli village of Batikot district of the province
- The bidding process for construction of Qala-e-Dasht-e-Hajiha irrigation network, located in Qala-e-Dasht-e-Hajiha village, Bagram district
- The bidding process for construction of Lalmeh irrigation network located in Gondiano village, Betikot district, Nangarhar province
- The bidding process for construction of Shokhak irrigation network located in Sanjatdara village, Charikar city, Parwan province
- The bidding process for construction of Qala-e-Sardar irrigation network located in Qala-e-Sardar village, Bagram district, Parwan province
- The bidding process for construction of Qoli Goli irrigation network located in Goli village, Bagram district, Parwan province
- The bidding process for construction of Kageh Pachaiano irrigation network located in Koghe village of Khogyani district of Nangarhar province

- The bidding process for construction of Swati irrigation network located in Swati village, Sorkhrud district, Nangarhar province
- RFQ for Water Supply Network Project In Dara-e-Shir and Retaw Villages of Maimai District and Darmarkhat(Cheg) Village of Shughnan district of Badakhshan Province, Under Water and Sanitation Extension Program (WASEP).
- The bidding process for construction of Kariz Keli irrigation network located in Kariz Keli village of Mohammad Agha district of Logar province
- The bidding process for construction of Doug Qala irrigation network located in Ab Bazak village, Mohammad Agha district, Logar province
- The bidding process for Malek Khel irrigation network located in Malek Khel village of Khak Jabbar district of Kabul province
- The bidding process for reconstruction of Roshanan irrigation network located in Roshanan village, Ghorian district, Herat province
- Bidding process for Chakri irrigation network located in Chakri village, Khak Jabbar district, Kabul province
- Tender announcement for construction of Kageh Pachaiano irrigation network located in Koghe village of Khogyani district of Nangarhar province
- RFQ for Solar System- the Liaison Office (TLO) intends to buy Solar System for Paktia and Khost Offices.
- RFQ for Construction Work of One RCC Elevated Water Reservoir in Landa Khail Village Pachir Agam District of Nangrahar Province.
-
- Volunteering for the construction of Kotgi irrigation network located in Ab Bazak village, Mohammad Agha district, Logar province
- The bidding process for construction of Shulak irrigation network located in Shulak village of Pol-e-Alam village of Logar province
- The bidding process for construction of Dehneh Haji Kalim irrigation network located in Babus village, Alam village, Logar province
- The bidding process for reconstruction of Khalchan irrigation network located in Gozara village of Herat province
- The bidding process for construction of Dahneh atmospheric irrigation network located in Joy Dehneh village, the capital of Balkh district, Balkh province
- The bidding process for construction of Jirga irrigation network located in Jirga village, the center of Balkh district, Balkh province
- The tender process for reconstruction of Talas irrigation network located in Gozara village of Herat province
- Reconstruction bidding process for Akhandzadeh Khel Sarband located in Akhandzadeh Khel village, Mohammad Agha district, Logar province
- RFQ for implementation of two water supply networks in Kushk e Rabat Sangi district of Herat province.
- RFQ for Supply and Installation of Complete Solar Water Supply System and Spare Solar System Water Pumps for Kabul Province.
- RFQ under DACAAR for Supply and Installation of Complete Solar Water Supply System and Spare Solar System Water Pumps for Nangarhar Province.

- RFQ for Purchase of 69 Solar Kits for graduates of INVEST-3 - Year-3.
- RFQ for Solar Powered Motorized Piped Water Supply scheme in Chaparqoul Village of Dushi district of Baghlan Province, Afghanistan under Water and Sanitation Extension Program (WASEP)
- Request For DAI/ACEBA 350kVA Generator for ACEBA Headquarters with delivery and installation
- RFQ for Purchase of 2 New Power Generator for MZR and SAM field offices.
- RFQ for 110kVA Generator for ACEBA Office in Jalalabad with delivery and installation.
- RFQ for Solar Backpack Sprayer Pump and Pesticide Personal Protective Equipment (PPE).
- RFQ for Procurement of Three Generator Perkins Machine Sound & Weather Proof.

- RFQ for Solar Backpack Sprayer Pump and Pesticide Personal Protective Equipment (PPE).
- Request for Proposal for Implement a project to install power back up system in UNICEF Afghanistan, Kabul office Server room power resiliency.
- Announcement of bidding for procurement (a new noiseless generator stand) required by BNA
- RFQ for Installation of Materials and supplies such as power cable, fuel tanker, switches, etc for Generator F-125.
- RFQ for providing and installations of 10 Kw Solar power system
- RFQ for Gravity Fed Water Supply Scheme In Sadat e Kalo Village of Shibar district of Bamyan Province, Afghanistan Under Water and Sanitation Extension Program (WASEP)
- RFQ for construction Work of One RCC Elevated Water Reservoir in Chardara District of Kunduz Province.
- Request for Quotation of Provision of Solar Panel DAI, the implementer of the USAID-funded AVC-Livestock project invites qualified vendors to submit their quotations for provision and delivery of Solar Panels
- RFQ for Construction Work of One Elevated RCC Water Reservoir in Faryab Province.
- RFQ for Sale of Generator.
- RFQ for implementation of two water supply networks in Pashtoon Zarghoon district of Herat province.
- RFQ for Installation of Complete Solar Water Supply System for Nangarhar Province.
- RFQ for Supply and Installation of Complete Solar Water Supply System for Nangarhar Province.
- Supply solar pump system and transmission line for the well to an elevated tank.
- RFQ for providing of Solar System for Paktia and Khost.
- ASERD Solar Dryer project is advertised through the UNDP website.
- RFQ for the provision of electric power generators for the WAW-SCS-BDK Project.
- RFQ for Supply solar pump system and transmission line for the well to an elevated tank.
- Providing Two Solar System, Milking Machine, Improved Cow, and Konjara for Daikondi province.
- RFQ for Procurement of Generator Services and Maintenance Tools and Equipment.
- RFQ for procurement of Solar panel and water pump for Herat province.
- RFQ for Electrical Equipment of Solar-powered system in Kandahar province (OHW-South-Kandahar ITB-20-05).
- RFQ for Supply and Installation of Complete Solar System for Logaryano Village District 21 of Kabul Province.
- RFQ for the Supply of Solar Panel system to be installed at Zanan e Afghan Moraa Private Institute of Higher Education (MORAA).
- RFQ for Solar Hot Water System which was announced through the UNDP website.

- RFQ for Construction of Water Supply Pipe Scheme for Returnees in Daikundi Province, Afghanistan.
- Tender for Re-announcement for purchase of Two New Generators for MCA Field.
- Tender for procurement of Electrical Equipment for CCAP.
- RFQ for the provision of Diesel Power Generator for ROP-CBARD Office Kart-e-Char Kabul, Afghanistan.
- RFQ for Generators - 88 KVA and 300 KVA Kabul, Afghanistan
- RFQ for Procurement of Generators Services and Maintenance for CCAP Kabul, Afghanistan.
- Tender for Construction of Water Supply Piping Scheme in Balkh Province, Afghanistan.
- RFQ for Solar Power System for 314 Schools in 34 Province of Afghanistan.
- RFQ for Solar System- PARSA.
- DAI, the implementer of the USAID-funded AVC-Livestock project invites qualified vendors to submit their quotations for the provision and delivery of Solar Panels.
- Request for Quotation for Filming of Solar Panel Wells in Baghlan and Kabul provinces.
- RFQ for Procurement of Goods for Supply of Generators for PIU and PMUs.
- Request for quotation for Solar panels and submersibles for Kabul and Khost province.
- RFQ for Provision of Solar Panels for COMAC Project in South Region.
- AREU invite interested members to bid for the implementation of the water supply network in Kushk e Robat Sangi district of Herat province.
- The tender process for procurement and purchase of solar dryer for Kabul, Parwan, Logar provinces
- Design and Hybrid Solar System in Kandahar province
- The Liaison Office (TLO) intends to buy Solar System for Paktia and Khost
- AREU invite interested members to bid for the implementation of the water supply network in Kushk e Robat Sangi district of Herat province.
- Tender for ACHRO-2020-solar-006 project
- Bidding for PS 2-100 waterpumps
- RFP for Implementation a project to install a power back up system in UNICEF Afghanistan, Jalalabad office Server room power resiliency.
- tender for Supply, delivery, and installation of 450 KVA Generator.
- Announcement of the decision to award the contract for the supply and completion of materials for the electricity, water supply, and construction sectors for the repair of PRT camp facilities in Ghazni province related to the command of the Special Operations Corps
- Request for proposal for the implementation of a project to install power back up system in UNICEF Afghanistan, Jalalabad office Server room power resiliency.
- Request for Quotation for sale of 24 old batteries which used for solar panel and one old photocopy machine.

47. Coordination Meetings:

AREU had organized 57 coordination meetings with the relevant stakeholders and players in Afghanistan. Both the AREU management team as well as the board were among the delegates to represent AREU. The meetings were with Public and private sector entities at both national and regional levels. AREU had 48 coordination meetings in 2019 compared with 2020.

48. Comparative overview of 2019 and 2020:

The table below shows a brief overview of the AREU performance during the year 2020 compared with 2019:

AREU Activities and accomplishments- Comparing 2019 and 2020:

| Main activity | 2019 | 2020 | Difference |
|--|---------|---------|------------|
| Training/ capacity building programs | 4 | 10 | 6 |
| Events | 1 | 3 | 2 |
| Exhibitions | - | 1 | 1 |
| Awareness program | 2 | 2 | 0 |
| Coordination Meetings | 48 | 57 | 9 |
| Publications | 2 | 3 | 1 |
| AREU Membership (New) | 19 | 14 | -5 |
| Different surveys/studies conducted | 2 | 8 | 6 |
| AREU Memorandum of Understandings signed | 2 | 2 | 0 |
| Digital media channels | 2 | 8 | 6 |
| AREU online business directory | - | 1 | 1 |
| Services provided to AREU members (RFQ/RFP) | 133 | 164 | 31 |
| AREU Facebook page followers | 5,652 | 10,890 | 5238 |
| Total AREU members | 73 | 111 | 38 |
| AREU paying members | 51 | 78 | 27 |
| AREU Total income from AREU membership | 707,000 | 902,850 | 195850 |

Table 2: Summary of main achievements

49. Financials

| AREU Income statement | | |
|------------------------------------|---|----------------|
| No | Narration/Income source | Amount (AFN) |
| 1 | Total AFN received as membership fees | 845,100 |
| 3 | Membership fees equaling in AFN paid in AREU USD bank account | 57,750 |
| Total revenues | | 902850 |
| 1 | Total Expenses (including accrual expenses) | 408,647 |
| Operating Income 2020 (AFN) | | 494,203 |

Table3: Summary of financial overview

Note: USD 3500 are deposited for the Afghanistan sustainable energy week exhibition as well as USD 2000 deposited for gold sponsorship from 77 construction company. Year ending AREU bank balance is AFN 676521

50. Challenges and recommendation:

- COVID1-19 and continues lockdowns.
- Lack of Transportation facility
- AREU Business license registration in Ministry of Justice of Islamic Republic of Afghanistan

51. Recommendations

- Transportation facility to be provided for the ARUE management team
- AREU board support toward the license registration is highly requested
- Increase technical working groups involvement in 2021
- Increasing AREU presence in the media in 2021
- Organizing regional tours during the year 2021
- Acquiring land through government for establishing AREU permanent owned office

End